

Message Text

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ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 W

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R 131119Z FEB 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 7969

UNCLAS LAGOS 01425

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJ: PRODUCT OPPORTUNITY: BUSES

REF: STATE 30030

1. BLACK ARTS FESTIVAL ORGANIZERS ARE INDEED TALKING ABOUT BUYING AT LEAST 200-300 DIESEL-POWERED BUSES TO HANDLE TRANSPORT NEEDS FOR FESTIVAL. THEY HAVE BEEN IN CONTACT WITH NUMBER OF POTENTIAL SUPPLIERS, INCLUDING AMERICAN MOTORS GENERAL WHOSE REP WAS IN LAGOS ABOUT 2 WEEKS AGO.

2. MAIN PROBLEM IS DELIVERY DEADLINE OF NOVEMBER 1975. MOST COMPANIES WOULD FIND IT IMPOSSIBLE TO MEET, THOUGH AMG REP THINKS HIS COMPANY CAN.

3. ANOTHER PROBLEM, ONE ON WHICH FESTIVAL ORGANIZERS APPARENTLY HAVENT FOCUSED, IS WHAT TO DO WITH BUSES ONCE FESTIVAL IS OVER. ORGANIZERS TELL US LIGHTLY THEY WILL BE RESOLD IN NIGERIA. HOWEVER WE INFORMED BY ONE PRIME POTENTIAL BUYER (LAGOS CITY TRANSPORT SERVICE) THAT THEY HAVE JUST REPLENISHED BUS FLEET WITH ORDER FROM BRITISH LEYLAND AND HAVE NO INTENTION OF ACQUIRING ANY MORE BUSES IN NEAR FUTURE. QUESTION OF DISPOSAL IS ONE THAT SEEMS CERTAIN TO LOOM LARGE EVENTUALLY, AND MAY IN END REDUCE NUMBER OF BUSES FESTIVAL ORGANIZERS ABLE TO BUY.

4. NEVERTHELESS, THEY ARE NOW SOLICITING QUOTATIONS FROM INTERESTED SUPPLIERS. CUMMINS SHOULD WRITE TO:

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INTERNATIONAL SECRETARIAT

2ND WORLD BLACK AND AFRICAN FESTIVAL OF
ARTS AND CULTURE,
13 HAWKSWORTH ROAD
IKOYI, LAGOS, NIGERIA
ATTN: MR. S.S. WANIKO.
REINHARDT

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NNN

Message Attributes

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